

To: Stephen
From: Sharon

10/18/96

1997 Presleeved BSGSF Promos

Reviewed with McLane NE & Heckermer Wholesale

- ①. Billing can be handled by DA's they can bill in ~~percentages~~ or packs.
B) Other issues / concerns: are accounts returning single packs. Entries in display in credit.
Request Accounts to have a complete understanding of program to eliminate returns of display and single packs. Would the product come in off invoice to the direct in the %age amount. feel that the extra cardboard (the sleeves) could cause problems with the tax machines.
~~Prefer to be on Cart Sales vs pack Sales.~~
- ②. Does not feel this would be a substantial reduction in labor, would feel comfortable with a 5-8% Case allowance reduction \$20-25 Case. Much time is put into the Customer entries & item number setups.
- ③. Packing menthol styles into the shippers would not be a big problem, it would need to be specified in the setup instructions on brand load.
If they were to ship separate Skus they would just need a different item number and separate store list.

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3 cont.) yes DAs would be able to work two shifts as most are working numerous promotions now.

One additional request that came up in this discussion was for the DAs to receive 2-4 weeks additional dating for payment on our promotions as the product is shipped in two weeks early to pack the promotions and get shipped out usually in the third week, or fourth week if it is a bi weekly ship to account.